



U.S. Department of Commerce
International Trade Administration

BISNIS SEARCH FOR PARTNERS

Published by the Business Information Service for the Newly Independent States (BISNIS)

The Business Information Service for the Newly Independent States (BISNIS) is the U.S. Government's clearing-house for trade and investment information on the Newly Independent States of the former Soviet Union.

BISNIS publishes **SEARCH FOR PARTNERS** to help U.S. companies find investment opportunities in the expanding markets of the former Soviet Union.

SEARCH FOR PARTNERS is also distributed via bi-weekly e-mail broadcast. A limited selection of these leads are published in this monthly newsletter. Previous e-mail broadcasts are available through the BISNIS home page, at www.mac.doc.gov/bisnis. To receive the biweekly report, e-mail BISNIS at isnis@ita.doc.gov or call (202) 482-4655.

These opportunities are provided solely as an informational service and do not represent an endorsement by the U.S. Department of Commerce. Verification of these leads is the responsibility of the reader.

ARMENIA

Industry: Food Processing

Company: Map

Map was founded in 1944 and privatized in 1995. The company specializes in the production of wine and brandy, natural fruit juices, and canned fruits and vegetables. Its winery is one of the oldest and largest in the country. Map owns 25 acres of land in the fertile part of the Ararat Valley, which is famous for its delicious fruits and vegetables. The company has 3,280 sq. ft. of production and storage facilities on this land. Map's high-quality raw material suppliers are farms located near the plant. The company cooperates with the U.S. Department of Agriculture Representative Office in Armenia, which extended a loan to Map's local grape, fruit, and vegetable suppliers last year. Map exports red wine and "Armavir" brandy to Russia, Bulgaria, the Baltic States, and the United States.

Map is looking for a U.S. joint venture partner to supply juice-processing and packaging equipment. It will contribute its facilities and highly qualified staff. Significant financial resources are also available and can be invested in a joint project.

Contact: Alik Petrosian, President
Lenughi Village, Armavir Region
Armavir Province, Armenia

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Tel: +374-47-66219; +374-1-406358 (cell phone)

Fax: +374-2-151550 Attn: George Isayan, BISNIS

Source: BISNIS Representative in Armenia



Industry: Furniture

Company: Matp

Established in Armavir in 1995 as a joint-stock company, Matp specializes in producing furniture, windows, and doors. The company's furniture factory is equipped with Italian machines valued at US\$10 million. Matp owns production and storage facilities of 53,700 sq. ft. Matp's main clients are local trading companies. Twenty percent of the company's products are exported to Georgia. Matp conducts business with Italian, Turkish, and UAE companies.

Matp is looking for a U.S. joint venture partner to increase production output, upgrade technology, and enter new mar-

kets. It is also interested in cooperation with American suppliers of paints, covers, and glue.

Contact: Misak Ter-Poghosian, President
P.O. Box 18
Armavir, Armavir Province, Armenia
Tel: +374-2-282-252, +374-1-408-507 (cell phone)
Fax: +374-2-282-252, +374-4-750-673

Source: BISNIS Representative in Armenia

AZERBAIJAN

Industry: Cotton Processing

Company: Daryal

Established in 1998, Daryal is a private company that employs 30 full-time and 10 part-time employees. The company owns 2.5 hectares of land. Approximately half of the land is used for storage, production of cotton, and gardens, while the remaining land is available for new production facilities. The company has agreements with farmers to finance 30 percent of the total cost of raw cotton purchased by the company. It processes raw cotton into fibers and filament. The plant's production capacity equals 6,000 tons per year. The company's management has export experience. The company has a strong reputation with the farmers and local communities.

The Daryal company seeks a U.S. partner to expand its capacity and product lines. Daryal will contribute its existing cotton refining factory, warehouses, offices, equipment, means of communication, vacant territory for further development, highly qualified personnel, and foreign investment guarantees. A U.S. partner is expected to provide financing, new technology, and management training. It has audited financial statements and can conduct business in English with the assistance of a translator.

Contact: Fikret Nasraddinzade
Rafik Zeynalov, President
House 164, Jalil Mamedguluzade Street
Baku, 370078, Azerbaijan
Tel/Fax: +99-412-977512

Source: BISNIS Representative in Azerbaijan



Industry: Insurance

Company: Hayat

Hayat was established in 1992. The company specializes in property, freight, health, and life insurance. It primarily insures petrochemical enterprises. The company plans to expand its business to include participation in transportation projects that will be part of the East-West transportation corridor. It leases 48 sq. m. of office space, and its annual revenue from insurance services totals US\$100,000.

The company seeks a joint venture to increase the charter capital of the company, enhance its managerial expertise, and participate in large-scale projects. A business plan in Russian is available upon request.

Contact: Gadjiyev Rafik, Chairman of the Board

20th January Street, 14th Block, 27/4, Apt. 5.

Sumgait, Azerbaijan

Tel: +99-264-58442/54335

Fax: +99-412-929765

Source: BISNIS Representative in Azerbaijan

GEORGIA

Industry: Electronics

Company: Tbilkhelsatsko

Tbilkhelsatsko, established in 1959, specializes in producing tachometers, fire-prevention equipment, oil-content control equipment, and electric household items. The company owns equipment for metal processing. Its profits total US\$45,000 annually. The company has international business experience with shipbuilding companies in Ukraine, Russia, the Baltic States, and Azerbaijan. It plans to expand its business to penetrate the NIS and the Turkish market.

Tbilkhelsatsko seeks a U.S. business partner to expand its product line.

Contact: Tamaz Bebbanishvili, General Manager
24-a Moscow Avenue
Tbilisi, 380037, Georgia
Tel: +995-8832-95-70-41
Fax: +995-8832-71-52-54

Source: BISNIS Representative in Georgia



Industry: Real Estate/Construction

Company: Diplomat

The Tbilisi Municipality Diplomatic Corps Administrative Department (Diplomat), established in 1992, is a public institution which provides various services to the diplomatic corps in Tbilisi. Diplomat has formed a strategic partnership with Cavunitex, a construction company. Cavunitex was established in 1995, at the beginning of the privatization process in Georgia. Its activities include the purchase, rent and registration of land, and obtaining usage rights. The company is involved in developing housing and construction projects, and repair and reconstruction projects. Cavunitex employs 350 people. Since 1997, the company has built 27,377 sq. m. of housing space and is building 54,660 sq. m. more, due to be completed by 2000.

Diplomat and Cavunitex seek a U.S. construction companies to organize joint production of construction and decorating materials. The companies offer the following projects to prospective partners:

(1) Tbilisi Hotel at Vakhushti Bridge. The hotel will have 17 floors, 10 of which will be guest floors. A total of 16,000 sq. m. of living space is proposed for the hotel project. The project is estimated to cost US\$23 million to complete. The estimated break-even period is four years, according to the business plan provided to the BISNIS representative in Georgia. (Copies available upon request.)

(2) Apartment Building on Saburtalo Street. This project includes the construction and outfitting of a Western-standard

apartment building for the diplomatic corps in Tbilisi. Diplomat already has commitments from several embassies to sign long-term leases when the building is completed. There will be 73 apartments in the building, with a total area of 18,000 sq. m. The building will include the following services: swimming pool, supermarket, nursery, sauna, café, and garage. The project break-even period is less than five years.

(3) Trade Center on the Republic Square. The proposed trade center will have two levels and will serve as a multifunctional trade and exhibition center. The working area will total 10,000 sq. m. (5,000 sq. m. each level). The building will have large halls, conference rooms, and a nightclub on the roof of the building. The project costs are estimated at US\$5-10 million, with a break-even period of four years.

Contact: Levan Gvenetadze
Tbilisi, Georgia
Tel: +995-32-98-40-79
Fax: +995-32-98-40-78
or Construction Company Cavunitex Ltd.
Chicovani St. N9/11
Tbilisi, Georgia
Tel: +995-32-33-33-08
Fax: +995-32-33-01-14

Source: BISNIS Representative in Georgia

KAZAKHSTAN

Industry: Oil/Mining

Company: Modular Technology Corporation

Modular Technology Corporation, established in 1994, specializes in the development and implementation of new technologies for oil production and processing; and exploration, production, and processing of oil, gold, and platinum in Kazakhstan.

The firm also supervises various projects for Kazakhstani companies. It has partnership agreements for several projects including:

1) The Montazhinziniring project is specializing in the production of specific industrial equipment, construction work, and starting and adjustment work. The company has 120 employees and its joint-stock capital is US\$5 million.

2) The Zhetybay-quest and Uralskneftegasgeologiya projects are specializing in geological research, drilling, and infrastructure development.

3) The Didar, Artel Trud, and Shark projects are specializing in exploration, drilling, and general oil field development.

In 1996, Modular Technology participated in a state program coordinated by the Ministry of Science for the production and installation of mini oil refineries in Kazakhstan. The firm launched four units with a capacity of 4,000 - 10,000 tons annually. The units are located throughout Kazakhstan (West Kazakhstan Oblast, Aktyubinsk Oblast, and Almaty). The corporation owns a plant in Almaty where it currently is developing mini-refineries with production capacities of 100,000, 150,000, and 200,000 tons annually. In 1997, Modular Technology received a grant from the International Science and Tech-

nology Center based in Moscow for a three-year project -- an installation for gathering spilled oil and for converting oil slurry. The firm is currently negotiating to participate in the NATO environmental project in Kazakhstan.

Modular Technology employs 16 people. Its office is located in an 11-story building in downtown Almaty. The company owns the building and rents out office space to various Kazakhstani and foreign organizations. It has strong working relationships with the Ministry of Science and the Ministry of Energy, Industry, and Trade. Modular Technology holds licenses for the exploration and recovery of oil in two fields located in a western Kazakhstan oblast; the development of two gold deposits in western Kazakhstan; the production of platinum in western Kazakhstan; and for coal processing in the Karaganda Oblast.

Modular Technology seeks a U.S. joint venture partner/investor to develop its oil and gold deposits in western Kazakhstan. Business plans and feasibility studies in Russian are available upon request. The company can conduct business in English

Contact: Vissarion Pak, General Director
10a Abay Prospect
Almaty, 480013, Kazakhstan
Tel: +7-3272-632802, 638524
Fax: +7-3272-638797
E-mail: aomi@kaznet.kz
or U.S. Embassy Commercial Service:
531 Seyfullin Prospect, 3rd Floor
Almaty 480083, Kazakhstan
Tel: +7-3272-587920
Fax: +7-3272-587922
E-mail: OAlmaty@doc.gov

Source: BISNIS Representative in Kazakhstan



Industry: Information Services

Company: Kazakhstan Information Marketing Agency

The Kazakhstan Information Marketing Agency (KIMA), originally a USAID project established in 1995, specializes in collecting different types of market information in Kazakhstan and other CIS countries; monitoring prices for food, industrial products, and services; market research (pharmaceuticals, gas, oil transportation, and meat and dairy products); and publication and distribution of informational bulletins. KIMA permanently employs four people. It also has a network of 19 reporters located in larger cities of Kazakhstan and adjacent countries of Uzbekistan, Kyrgyzstan, Russia, and China. Since November 1998, KIMA shares its management with the Kazakhstan Association of Food Enterprises, a Kazakhstani public organization. The association was established in 1996 and currently has 25 members -- Kazakhstani companies. Since July 1998, KIMA has been issuing two periodical publications: "Marketing of Food Products in Kazakhstan," and "Review of the Agricultural Market in Kazakhstan." According to the agency's representative, among KIMA's clients in Kazakhstan are Halyk Savings Bank, the Ministry of Agriculture, Central Asian Ameri-

can Enterprise Fund, USAID, TACIS, Asian Development Bank, and TengizChevrOil. In March 1999, KIMA signed a contract with REUTERS to supply information on agricultural products in Kazakhstan.

KIMA seeks a U.S. partner to collect, analyze, and market the information on various products in Kazakhstan and other CIS countries. The company can conduct business in English. A business plan in Russian is available upon request.

Contact: Sergey Morozov, General Director
87 Aksay-4, apt. 46
Almaty, 480062, Kazakhstan
Tel: +7-3272-24-05-40
Fax: +7-3272-27-23-42
E-mail: kimaia@iname.com
or U.S. Embassy Commercial Service:
531 Seyfullin Prospect, 3rd Floor
Almaty, 480091, Kazakhstan
Tel: +7-3272-58-79-20
Fax: +7-3272-58-79-22
E-mail: OAlmaty@cs.doc.gov

Source: BISNIS Representative in Kazakhstan

KYRGYZSTAN

Industry: Jewelry

Company: Opal, Ltd.

Opal, Ltd., was established in 1991 as a private company and is a family business. Currently, the company specializes in producing jewelry (rings, necklaces, pendants, earrings, and bracelets with precious metals and semiprecious stones). Opal has 12 employees and owns 800 sq. m. of land, 260 sq. m. of industrial space, and 100 sq. m. of space available for industrial, office or other commercial use. At present, the company's annual sales total US\$70,000.

The company seeks a U.S. partner to establish a joint venture to produce, trade and/or distribute jewelry. Opal is a member of the Association of Jewelers of Kyrgyzstan. The firm will contribute its industrial space, qualified work force, and assistance in obtaining required certificates and permits. A future business partner would supply modern jewelry design products and technology.

Contact: Lidiya Strelnikova, Director
127, Chui Prospect, #69
Bishkek, 720011, Kyrgyzstan
Tel: +996-312-291496, 288373
Tel/Fax: +996-312-543389
Or Commercial Section of the U.S.
Embassy-Bishkek
171, Prospect Mira
Bishkek, 720016, Kyrgyzstan
Tel: +996-312-551241
Fax: +996-312-551264
E-mail: mukambaevaibx@state.gov

Source: BISNIS Representative in Kyrgyzstan

MOLDOVA

Industry: Gasoline

Company: Unor-Gaz

Unor-Gas, a joint-stock company with Moldavian, Russian, and Cyprus capital, was established in 1997. The company's statutory capital totals US\$350,000. The company specializes in importing liquid gasoline from Russia. In addition, it processes, stores, and distributes gasoline in Moldova, Romania, Bulgaria, Greece, and Turkey. The company is located in the western part of Moldova at the border with Romania. Unor-Gaz owns a gasoline storage of 10 tankers (2,000 cu. m.), a railway terminal, a network of gas stations in the region, and pumping and power stations. Its assets are valued at US\$2.1 million. Currently, the company is constructing a gas distribution terminal to deliver processed gasoline to customers in Moldova and abroad. It intends to process 60,000 tons of gasoline annually, 80 percent of which will be exported and the remaining 20 percent will be sold locally. According to the business plan, Unor-Gaz estimates annual profits to reach US\$1.5 million.

Unor-Gaz is looking for a U.S. partner to complete construction of the gasoline distribution terminal, process gasoline in Moldova, and export the finished products to Europe.

Contact: Victor Popushoi, Director
Mobias Intelligent Finance
Str. Florilor 28/1
Chisinau, 2068, Moldova
Tel: +3732-430384
Fax: +3732-430385

(Note: Mobias Intelligent Finance represents Unor-Gaz interests in cooperation with foreign investors.)

Source: BISNIS Representative in Moldova

KHABAROVSK REGION, RUSSIA

Industry: Machinery

Company: Khabarovsk Machine Tool Plant

The Khabarovsk Machine Tool Plant, privatized in 1993, employs 206 persons. It manufactures diversified tools, including table drilling, screw-cutting, lathe machinery, and on-table wood processing equipment. Market research has revealed a great demand for small and inexpensive wood working units that operate directly in the felling areas. The Khabarovsk Machine Tool Plant has designed a portable machine that processes small remnants from wood cuttings. The company successfully conducted a number of pilot tests.

The plant seeks a joint venture partner to develop industrial production of new equipment. A business plan and presentation materials are available. The plant will contribute its existing production facilities for the project.

Contact: Vladimir Lebedko
20 Promyshlennaya Street
Khabarovsk, 680031, Russia
Tel: +7-4212-379-545 or 379-560
Fax: +7-4212-379-562

Source: BISNIS Representative in Khabarovsk

MOSCOW REGION, RUSSIA

Industry: Telecommunications

Company: ATLAS

A private Russian company, ATLAS was established in 1993. ATLAS is an official distributor of satellite equipment for STN ATLAS Elektronik GmbH and Nortel DASA from Germany for the NIS and Baltic States. The Russian company is also registered by INMARSAT as a service-provider for satellite communications (ISP Code # 9215). It is also a joint venture partner for SEDAB GmbH (Germany). ATLAS has extensive trade experience with other Western companies such as PTT Telecom (Netherlands), France Telecom, Deutsche Telekom, and has purchased from Glacom Inc., (U.S.). Its annual equipment sales total US\$1.1 million.

Currently, ATLAS seeks a U.S. telecommunications company (preferably satellite communications firm) which is not represented in the Russian market and seeks to promote its product and services in the Russian market as a long-term venture. ATLAS will provide market analysis, and certification and licensing, and will organize distribution and repair service. The Russian company is experienced and flexible in considering the specific needs of foreign companies. The establishment of a joint venture is possible. ATLAS's readiness for the immediate import of equipment is supported by the company's financial soundness.

Contact: Konstantin Poustovoit, General Director
Veskovsky Pereulok, 4
Moscow, 103030, Russia
Tel: +7-095-973-4643 (direct); 978-3300; 973-4640
Fax: +7-095-250-5317
E-mail: K.Poustovoit@relcom.ru
E-mail: atlas@atlas-satcom.msk.ru

Source: BISNIS Representative in Moscow



Industry: Packaging

Company: Pakketti Group

The private company Pakketti Group produces and imports packaging materials (polymeric, cardboard) and equipment for packaging bulk foodstuffs. Since it was established in 1995, Pakketti has been placing special orders with foreign companies to print on polymeric and cardboard materials. This product is then delivered to Russia for distribution. Pakketti has also been involved in supplying equipment for the food processing industry. Pakketti is a regular customer and exclusive distributor for such foreign companies as Eurocellofan S.R.L., Cofibox, Mondial Pak, Schiavi from Italy; Cofinex from Hungary, Astro from the Czech Republic, and Uniflex from Poland. In Russia, Pakketti works with Moscow companies (50 percent), and regional companies (50 percent). The Russian company employs 60 people and has facilities in Moscow, Bryans, Krasnoyarsk, and Tver. Its annual sales amount to US\$10 million.

Pakketti seeks U.S. business partners for the following projects:

(1) Supply U.S.-made equipment for flexographic printing (equipment needed: eight-color flexographic printing machine for polymeric materials, duplex nonsolvent laminator, and machine for cutting polymeric rolls (type slit-rewinder).

(2) Supply U.S.-made secondhand equipment for packaging bulk products. This equipment will be resold in Russia.

The Russian company has developed a business plan in Russian and studied the demand for packaging materials to be produced under the joint project. The management can obtain guarantees from the Governor of the Krasnoyarsky Region and the President of the Tatarstan Republic.

Contact: Alexey Leonidovich Chursin, General Director
Dmitriy Anatolievich Mishakov, Representative,
contact for U.S. companies
Pavlovskaya St., 6
Moscow, 113093, Russia
Tel: +7-095-237-3225; 236-4067; 236-1553
Fax: +7-095-737-7276
E-mail: pakketti@dialup.ptt.ru

Source: BISNIS Representative in Moscow



Industry: Power Systems/Appliances

Company: NPO Machinostroyeniya

NPO Machinostroyeniya serves as the Federal Research and Production Center. It is one of the largest aerospace enterprises in Russia. Its major projects include the development of cruise missile complexes for the Russian Navy, the development of the intercontinental ballistic missile complex SS-19, and the development of space complexes and satellites. Furthermore, the company is a primary contractor for the Russian Ministry of Economy to develop integrated information systems. Additionally, the company developed a number of cutting-edge information technology solutions.

Currently, the company seeks U.S. business partners for the following projects:

(1) Development of "directory systems" and elements of object information filing for a wide range of industries, including airports, railroads, sea and river ports, and stock exchanges.

(2) Manufacturing of solar power plants based on photoelectric converters. The company has begun improving its technological production processes. Its management believes that the proposed solar power products have several advantages compared to existing products, including gradual increase of capacity due to a modular principle of production, wider spectrum of household, and industrial applications.

(3) Manufacturing of thermal solar panels for drying plants, including fruit, tea, tobacco, and coffee beans. The company has already produced more than 700 sq. m. of thermal panels for tobacco dryers under a contract with ITC Ltd., India.

(4) Manufacturing of alternative power systems, including solar collectors, hot water supply plants, selective absorption covering, and multifunctional power plants that supply hot water, heat, ventilation, and conditioning.

(5) Manufacturing of household water desalinating systems.

Contact: Andrey Smirnov, Manager
33 Gagarin Street, Reutov
Moscow Region, 143952, Russia
Tel: +7-095-301-9459
Fax: +7-095-302-2001

Source: U.S. Department of Defense

NIZHNIY NOVGOROD REGION, RUSSIA

Industry: Wood Processing

Company: Meleuz Lumber Mill

Established in 1976, Meleuz Lumber Mill employs 220 employees. The company owns 15,000 sq. m. of production space. Its annual sales total US\$2.5 million. The company specializes in manufacturing wooden cases and furniture.

The company seeks a U.S. partner to produce polyethylene/polypropylene bags for fertilizers and foodstuffs. A business plan in Russian is available upon request.

Contact: Alexander Petrovich Stepanov, Director
Nikolay Pavlovich Bocharov, Chief Engineer
Meleuz, 453310
Republic of Bashkortostan, Russia,
Tel: +7-34764-21324, 21830
Fax: +7-34764-21535

Source: BISNIS Representative in Nizhniy Novgorod



Industry: Confectionery

Company: Trading House BULAT

An open joint-stock company, Trading House BULAT employs 250 workers. Established in 1993, this Russian company is involved in the retail of food, the export of wood to Finland, and the auto service and repair business. BULAT leases 6 hectares of land and owns production facilities, retail outlets, and warehouses. It has 5,000 sq. m. of space available for joint projects. Its annual sales amount to US\$2.4 million. BULAT has 6 years of experience working with foreign companies.

BULAT is interested in establishing a joint venture with a U.S. company to bake bread products and produce confectionery. An American partner would provide equipment. The Russian company will contribute production space as well as working capital. A business plan in English and Russian is available upon request. BULAT can conduct business in English.

Contact: Alexander Vitalievich Tetenkin, General Director
ul. Chekhova 8
Kirov, 610005, Russia
Tel: +7-8332-62-44-38
Fax: +7-8332-62-13-22

Source: BISNIS Representative in Nizhniy Novgorod

ST. PETERSBURG, RUSSIA

Industry: Food Processing

Company: Astvatsatryan

The private company Astvatsatryan was established in 1991. Currently, it employs 21 people and owns 6.26 hectares of land and 1,940 sq. m. of production facilities. The company specializes in cultivating potatoes, a primary agricultural product in the northwestern region of Russia. However, the region lacks potato-processing facilities, and most of its potato-based products (i.e., chips, and frozen french fries) are imported. To capitalize on this market opportunity, Astvatsatryan has financed and built a potato-processing plant with a production capacity of 840 metric tons of french-fries. In 1996, the capital assets of the farm equaled to US\$4.26 million, excluding the value of the land. The plant is highly ranked by the Russian Ministry of Agriculture Commission, the Corporation of Farmer Movement (U.S.), and the State Property Committee. In 1994, the European Bank for Reconstruction and Development (EBRD) included the Astvatsatryan project in its priority projects list. American (including VOCA volunteers), Italian, and Canadian consultants provided advice during construction.

As construction has been completed, the company seeks to acquire equipment. The Russian company is looking for an American company to supply equipment either through a joint venture or through leasing. The Russian company will consider other forms of cooperation. A business plan in Russian and English is available upon request.

Contact: Vailiy Astvatsatryan
P.O. Box 76
St. Petersburg, 192281, Russia
Tel/Fax: +7-812-178-3919

Source: BISNIS Representative in Moscow

TOMSK REGION, RUSSIA

Industry: Food Processing

Company: Provansal, Ltd.

Provansal, Ltd., was established in 1994. The company specializes in producing foodstuffs. It employs 48 people, and its annual production volume totals 2,500 tons. The company plans to expand its business to include producing high-quality margarine.

The company seeks a joint venture with a U.S. partner to establish the first facility for margarine production in the Tomsk Oblast. The company will contribute its production space, highly qualified work force, and developed customer base in the Siberian region. The potential partner would contribute modern equipment for margarine production.

Contact: Alexander Proskurin, Deputy Director
1-a, Profsojuznaya St.
Tomsk, Russia
Tel: +7-3822-729352, 729354
Fax: +7-3822-729187

Source: BISNIS Representative in Novosibirsk



Industry: Machinery

Company: Geofit

Geofit, a joint-stock company, is a subsidiary of the Eastern Petroleum Company (VNK). Established in 1997, the company specializes in developing and manufacturing equipment and technology for the oil industry, and geophysical research and development of oil deposits. Geofit holds the licenses required for its business. It employs 217 people, and its annual sales total US\$2.5 million.

The company seeks a joint venture to manufacture drilling systems, and control and monitoring systems, specifically designed for the development of horizontal and slanted wells. A feasibility study is available upon request.

Contact: Igor Terekhin, Vice President
6, Kolarovsky Tract
Tomsk, 634050, Russia
Tel: +7-3822-447020
Fax: +7-3822-447359

Source: BISNIS Representative in Novosibirsk

YAROSLAVL REGION, RUSSIA

Industry: Rubber Products

Company: Yaroslavlreztehnika

Yaroslavrezintekhnika (Yaroslavl Rubber Technologies) was founded in 1936 and privatized in 1992. Currently, the company employs 2,719 people and owns 220,000 sq. m. of production facilities and 846,000 sq. m. of land. The company manufactures industrial rubber products: form components; driving, ventilator, and assembly belts; technical cloths, rubber mixtures; glues; and gloves. It sells its products to retailers and wholesalers in Russia and the NIS. In addition, the company is a supplier to Bayer (Germany) and DuPont (U.S.).

Currently, Yaroslavrezintekhnika seeks a joint venture with a U.S. company to produce rubber gloves.

Contact: Andrey Krutikov, General Director
Dmitriy Chebarykov, Head Manager of the
Foreign Economics Committee
Yaroslavrezintekhnika
Yaroslavl, 150036, Russia
Tel: +7-0852-384504, 382195, 382300
Fax: +7-0852-384248, 384534

Source: BISNIS Representative in Moscow



Industry: Food Processing

Company: Feniks

The private company Feniks is a small business involved in the following business activities: producing packaging materi-

als, hydro-isolation, bottling of oils, and trucking. Its 1997 sales totaled US\$250,000. Feniks has developed strong client bases in Yaroslavl, Vologda, Arkhangelsk, Saratov, Volgograd, Murmansk Oblast, and the Komi Republic. In Yaroslavl Oblast, the company owns and operates four retail stores.

Currently, Feniks seeks a partner to jointly bottle vegetable oil and produce and package soap. In addition, it is interested in becoming a distributor of U.S.-made autonomous heating units.

Contact: Yuriy Boldin, Director
Sobornaya Square, 4
Rybinsk, Yaroslavl Oblast, 152901, Russia
Tel: +7-0855-523695; 523411
Fax: +7-0855-21748

Source: BISNIS Representative in Moscow

UKRAINE

Industry: Food Processing

Company: Krushynka-Orchard

Krushynka-Orchard was established in 1993 and privatized in 1995. The company is involved in orchards and the production of berries. It is located 20 kilometers from Kiev.

The company would like to establish a joint venture with an American company to process fruit, and produce juice, jams, and other related products.

Contact: Anatoliy Kosyukha, Kiev Representative
45/1, Entuziastiv Vul., Suite 28
Kiev, 252147, Ukraine
Tel/Fax: +380-44-555-4657

Source: BISNIS Representative in Ukraine



Industry: Tourism

Company: Ukrtechintur

Ukrtechintur is a leading travel agency in Ukraine. Established in 1991, the company is involved in international travel and tourism services. In addition, the company publishes travel guides and brochures. Its annual sales are US\$3.4 million. Ukrtechintur is the only Ukrainian company representing the Chinese State Travel Agency in Ukraine and works with a number of companies from Eastern and Western Europe.

The company seeks a partnership with an American travel agency and is interested in representing U.S. travel agencies in Ukraine.

Contacts: Oleh Volkov, General Director
Victor Vykhren, Commercial Director
5-b, Melnykova Vul.
Kiev, 254053, Ukraine
Tel: +380-44-219-1919, 216-7916
Fax: +380-44-274-0571
E-mail: ukrtech@britania.kiev.ua

Source: BISNIS Representative in Ukraine

Sender **BISNIS**

**USA Trade Center
U.S. DEPARTMENT OF COMMERCE
Stop *R-BISNIS
1401 Constitution Avenue, N.W.
Washington, D.C. 20230**

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The Business Information Service for the Newly Independent States

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202-482-4655 (phone)
202-482-2293 (fax)
bisnis@ita.doc.gov (e-mail)

*To call BISNIS toll free, dial
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Director: Anne Grey
Deputy Director: Trevor Gunn
Search for Partners Managing Editor: Joan Morgan

NOTICE

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BISNIS makes every effort to obtain valid contact information, but making contact with companies in many regions of the NIS can be difficult. Telephone calls to NIS companies may be hampered by the limited number of international and local lines in the NIS. Therefore, persistence is the key to contacting them via telephone. Additionally, not all NIS companies have fax machines that operate 24 hours a day. Sometimes several attempts may be necessary before a connection can be made. If you are having trouble reaching a company, try phoning/faxing at different times of the day, including during regular work hours (often 9AM to 6PM) in the region you are trying to contact.

Note: Although BISNIS representatives in the NIS occasionally provide last-resort assistance in contacting local companies listed in leads, BISNIS representatives in the NIS do not: provide additional market information in response to direct inquiries from U.S. companies, assist with negotiations, or conduct due diligence on local companies.

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